

**Enterprise Governmentwide Acquisition
Contract (GWAC) Division***Alliant
staying connected***Inside this issue:**

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Director's Desk**Fiscal Year (FY) 2015 in Review**

September 30, 2015 marked the close of FY15 for the federal government and after reviewing the data as of this writing (October 15, 2015), the GSA GWAC Program and the Alliant GWAC Program specifically, each had a spectacular year as can be seen by the numbers on the stats sheet (page 9).

We are all very grateful and appreciative of the support that we continue to receive from our customers, industry partners, and other key stakeholders in the federal acquisition community both within GSA and outside GSA.

There is a direct correlation to the success of the Alliant GWAC program and to the collaboration and teamwork that takes place working with other successful organizations within GSA such as Office of Strategic Programs (OSP) Strategic Business Planning and Customer Development Team, the Customer Account & Research Team, and the Assisted Acquisition Services Team. It's been a wonderful journey working with these organizations since Alliant first began in 2009 and seeing the great progress firsthand in growing how we all work together to best serve and support our customers with their Information Technology (IT) services requirements.

The future for Alliant is not just bright, it is brilliant. New work is beginning to be awarded under the Alliant and the GWAC family of contracts from some key strategic customers such as the United States Special Operations Command (USSOCOM) who posted the following on FedBizOpps (FBO) back in January:

USSOCOM has evaluated General Service Administration's (GSA) GWAC Alliant, Alliant Small Business, VETS and STARS II for SITEC II requirements and found that these contract vehicles are suitable for all SITEC II contract requirements. Therefore, all SITEC II requirements will be acquired through GSA eBuy on Alliant, Alliant Small Business, VETS or STARS II.

The U.S. Army, another key strategic customer, continues using the Alliant GWAC more and more are demonstrated in this newsletter. And the GSA GWAC program and Alliant is strongly positioned to win the support of a major agency to assist them with all their IT service needs (stay tuned for an official announcement soon).

In addition to that, the Alliant program is beginning to step up its game in the business world of social media, which we think will continue to add value to the program. And finally, the Alliant program continues making progress on the planning and development of Alliant 2 and Alliant 2 Small Business.

These are indeed exciting times for GSA, the GWAC Program, and the Alliant GWAC Program. On behalf of all of us here within the Alliant GWAC program and all GSA that we work with through collaboration to help serve our customers, we truly thank you for making FY15 a spectacular year and look forward to continuing to serve you in FY16 and for many years to come.

- Casey Kelley



**Casey Kelley, Director
Enterprise GWAC Division**

Alliant 2 and Alliant 2 Small Business Update

As you may or may not be aware, pre-planning for the GSA Alliant 2/Alliant 2 Small Business (A2/A2SB) GWAC acquisitions began in January 2014. With a major goal being to build upon the success of the GSA Alliant and Alliant Small Business GWACs and continue to lead by example, raising the bar in transparency and collaboration by working closely with both government and industry, the A2/A2SB team has:

- Publicly posted the business case on Office of Management and Budget (OMB) MAX as well as sharing with all Federal agency Chief Acquisition Officers (CAOs)
- Established the A2/A2SB Interact Community Website with over 7,300 members and has posted 36 separate questions for the public (<https://interact.gsa.gov/group/alliant-ii-alliant-ii-small-business-gwacs>)
- Established the alliant2@gsa.gov email address to field questions
- Issued six (6) separate formal Requests for Information (RFIs) through FEDBIZOPPS (FBO)
- Held an Industry Day in Washington, D.C. attended by over 500 people
- Issued a formal Draft RFP of both A2 & A2SB on FBO that included all sections of the respective RFPs
- Conducted 349 separate contractor Face-to-Face One-on-One Meetings
- Conducted several meetings with the A2/A2SB Customer Working Group (30 members from 11 different agencies), and the A2/A2SB DOD Tiger Team (program & contracting representatives from DOD's Army, Air Force, and Navy, and Defense Procurement Acquisition Policy), and the A2/A2SB Industry Working Group (500+ participants organized through the Coalition for Federal Procurement)

During this market research phase, significant input and feedback has been received that is contributing towards developing a quality final product. Some of the innovative new features being considered include:

- Source selection strategy using the highest technically related / fair and reasonable pricing approach where contractors score themselves (similar to GSA OASIS source selection methodology)
- Standardized IT services labor categories
- Language to meet Presidential Executive Order (PEO) security requirements
- Language to meet PEO sustainability requirements
- Provision allowing for requirements type task orders issued
- Incorporating required DOD DFARS clauses/provisions that will automatically flow-down to the task order level

As of this writing, the team is getting closer towards completing a final product to formally issue the official GSA Alliant 2 GWAC RFP and Alliant 2 Small Business GWAC RFP on FedBizOps planned for this coming spring. Readers are encouraged to monitor FBO, the A2/A2SB website (alliant2@gsa.gov) and the A2/A2SB Interact Community Website to stay informed on this upcoming acquisition.

- Casey Kelley

GSA Assists Contractors in Making Strides Toward Sustainability

In March 2015, the U.S. General Services Administration (GSA) launched the Supply Chain GHG Emissions Reporting pilot program to encourage GSA Contract Holders to publicly disclose their corporate-wide greenhouse gas emissions (GHG) and set targets for reducing them. As the first federal agency to launch this type of program, GSA is working in partnership with CDP, a third-party global non-profit company specializing in carbon reporting.

GSA initiated this pilot program in response to Executive Order 13693, Planning for Federal Sustainability in the Next Decade. In implementing EO 13693, GSA's goal is to ensure that the American taxpayer benefits from increased efficiencies and savings. Up-to-date carbon management practices and strategies are an important best-value component of solutions that contractors provide to the federal government.

GSA's voluntary Supply Chain GHG Emissions Reporting pilot program also supports GSA efforts to adhere to Section 15(b) of EO 13693, which requires GSA, as one of the seven largest procuring Federal agencies, to conduct at least five procurements annually which include contractual requirements or evaluation criteria that encourage contractors to actively manage and reduce GHG emissions. While contractor participation in GSA's CDP Supply Chain pilot is voluntary for invited contractors, it may be one means of satisfying current or future contract requirements under EO 13693 Sec. 15 (b).

While not all Alliant GWAC Industry Partners are participants in the Supply Chain pilot, 51% are already publicly disclosing sustainability information. Many Contractors, including both Alliant Industry Partners and others involved in the pilot program, have found that active management of GHG emissions can increase operational efficiencies and reduce business risks related to climate change, often generating cost savings and other forms of financial value. We definitely will see many more of our Alliant GWAC Industry Partners providing sustainability information on the next generation GSA GWAC. Cloud storage, data center consolidation, and Smart Building initiatives are actionable sustainability activities supported by the GSA GWAC Program.

For more information on how GSA contracts can help you become environmentally sustainable, including how you can participate in the Supply Chain GHG Emissions Reporting pilot program, go to GSA Sustainability or email sustainability@gsa.gov.

- Jed Ela, GSA Sustainability Advisor



“51% of Alliant Industry Partners are already publicly disclosing sustainability information”

Business Development Success Formula

Alliant Business Development (BD) is an integrated process that involves every level of business operation under the Office of Integrated Technology Services at GSA. FY15 was a productive and successful fiscal year for the Office of Strategic Programs (OSP) Strategic Business Planning and Customer Development Team. Some of the integral components of Alliant's BD success involve our Industry partners, Customer Accounts and Research (CAR), Assisted Acquisition Service (AAS), and other complementary ITS contract vehicles. Together, each supporting entity provides our customers with the most comprehensive and efficiently tailored solution possible. In this article, this integrated process will be examined through the lens of recent success story at the Rock Island Army Contracting Command (RIACC).

On February 18, 2015, Region 5 Customer Accounts and Research (CAR), led by Customer Service Director (CSD) Tom Ischkum, and Program Manager Mari Kukral, organized and hosted a GSA FAS day of learning at Rock Island Army Contracting Command (RIACC). The OSP and Alliant program team included Junaid Shah, Lyn Sankey, Jennifer Jeans, Matt Verhulst and Dean Cole. This event exemplifies the effectiveness of cross functional internal collaboration that involved CAR, OSP's BD team, and the Alliant and OASIS Program Office. Together, the team was able to provide the customer with tailored training to address unique acquisition needs, while also complimenting each team member's area of expertise. During the one day event, 150 RIACC staff received GWAC and OASIS overview training, and 33 staff members received Delegation of Procurement Authority (DPA) training. Since the training in February:

- 9 statements of work (SOWs) have been submitted for review
- 150% increase in RFI/RFQ submissions made by the RIACC as compared with the previous 12 months
- To date, 3 new awards issued under Alliant and 1 new award made to Alliant Small Business
- Plus, multiple opportunities have been identified

However, the most significant reward of GSA's teamwork lies in the attainment of a customer's trust. It has been said that the key to customer loyalty begins with trust and consistency. Therefore, the GSA team continues to assist RIACC as a trusted adviser, and will continue to carry the momentum forward through future training and support.

With the involvement of multiple business operations, it is not uncommon for confusion to occur regarding which entity the Alliant industry partners should first contact with leads or other pertinent customer information. In an effort to alleviate this confusion and better serve our customers, leads should be brought to the business development team. This eliminates the possibility of duplicated efforts, which can confuse and ultimately negatively impact the customer. The Business Development (BD) team should be seen as a conduit between supplier management and customer relationships. The RIACC success story exemplifies the effectiveness of a successful integrated team effort, resulting in the best possible experience for our customer. This integrated team approach has become the foundation of a successful business development formula utilized to support other agencies such as USSOCOM, DHA, ACC-APG, and other loyal customers. Each of our customers has a unique mission, and our role is to help them achieve that goal more effectively and efficiently. In the end, the mission of GSA and the Alliant BD team is to deliver the best value in acquisition and technology services to government and the American people with no exceptions.

- John Burchill, Office of Strategic Programs, IT Subject Matter Expert

Special Award Recognition

GSA A2/A2SB Award Winners for Myth Busters at the Coalition for Government Procurement's 2015 Excellence in Partnership Awards

Pictured from left to right: Roger Waldron, Aubrey Woolley, Richard Blake, Casey Kelley, John Cavadias, Mary Davie, Tom Sharpe and Bill Gormley



Customer Testimonial

In July 2015, GSA conducted customized Market Research training on the GSA eBuy tool. This module was formatted around an actual past IT procurement at the request of Rock Island Army Contracting Command, Procurement Analyst Michelle Breitbach. Region 5 Customer Accounts and Research (CAR), led by Customer Service Director (CSD) Tom Ischkum, and Lyn Sankey from the Office of Strategic programs, organized this customized training.

In the past, the Market Research presentation was built around a simplified solution set (security guard services) the need at Rock Island Contracting Command was for a comprehensive IT solution. There are over 100 contracting specialists and contracting officers working on IT procurement projects at this installation, and the need was for a relevant and insightful training module.

The points requested by Policy to be addressed in the presentation were different ways to perform market research including:

- Program Types
- Cost Type Contracts
- Specialized Matrices
- GWAC Navigator tool
- Rapid Review Multiple Market Research Form (made specific for Rock Island)

The past Rock Island requirement that was used for the example included all of these data points. Over a 2 day period, three classes were taught, two classes addressed a more advanced audience and one class was targeted towards the newly hired interns during their boot camp session. In all, over 66 people were trained for the day.

The end result of this training demonstrated that GSA strives to work with Policy at Rock Island to develop new and meaningful training and tools to assist in expediting the workflow of contracting at Rock Island Contracting Command.

- Michelle Breitbach, CFCM Procurement Analyst Army Contracting Command-Rock Island (ACC-RI) Policy, CCRC-SA

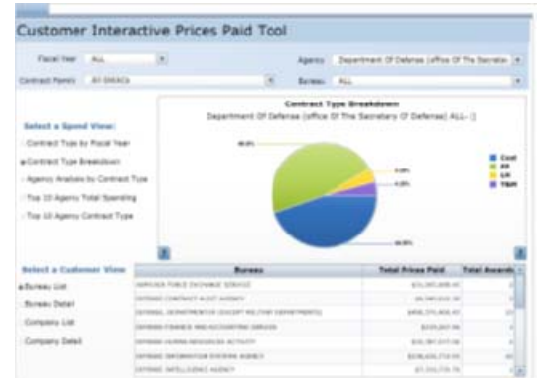


*“GSA conducted
customized
Market Research
training on GSA
eBuy Tools”*

GSA's Federal Acquisition Service (FAS) GWAC Prices Paid Tool

One of GSA's top priorities is making prices paid data more transparent to the federal government - because it helps agencies buy smarter. As part of that effort, the ITS GWAC Program completed delivery of the Alliant and Alliant SB GWAC Prices Paid Tool in January 2015. Now the Program is releasing significant enhancements to make the tool even more useful - including the addition of data from our other GWACs. Here's just some of the new functionality now available:

- Ability to manipulate time-frames to display pricing information by contract years
- Escalation table showing how labor categories are utilized each year
- Graphical heat map showing the frequency of hours charged to various labor categories by state
- Scatter chart visualization for the Life of Contract Analysis Dashboard
- Conversion of Life of Contract Analysis spreadsheet to an interactive data dashboard



Federal users can use the enhanced GWAC Prices Paid Tool to conduct improved prices market research, develop more realistic independent government cost estimates (IGCE), and aide in conducting price analysis and negotiations. Additionally, the tool provides the federal community with transparency and a detailed view into federal agency total IT spend on the FAS GWACs.

The GWAC Program is honored to make this tool available to our customers via www.strategicsourcing.gov/gwac-prices-paid. The dashboards and reports therein will be updated weekly, so be sure and check back often.

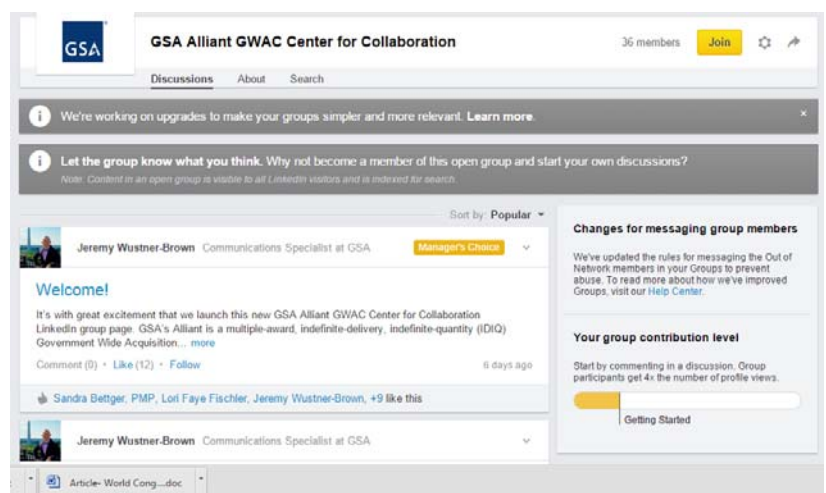
For additional information and training requests please contact GWAC_Spend@gsa.gov and/or visit the dashboard website and request account access with your government e-mail address.

- Vanessa Ussin, Sr. Program Analyst, GWAC Programs

Alliant LinkedIn Group Page Launched!

It's with great excitement that we launch this new GSA Alliant GWAC Center for Collaboration LinkedIn group page. GSA's Alliant is a multiple-award, indefinite-delivery, indefinite-quantity (IDIQ) Government Wide Acquisition Contract (GWAC) offering comprehensive and flexible IT solutions worldwide. By having an active presence on LinkedIn, the Alliant team will have an opportunity for greater collaboration with an even broader audience of government and industry partners.

Join the Alliant LinkedIn group page:
www.linkedin.com/grp/home?gid=7014146



Enterprise GWAC Team Members Outreach Participation

Hawaii Outreach

In July 2015, the U.S. General Services Administration (GSA) GWAC Contract Operations staff supported an outreach effort to the GSA's Pacific Rim Region in Hawaii. Support included both a speaking engagement to approximately 250 federal attendees at the 13th Annual Hawai'i Small Business Forum and GSA Governmentwide Acquisition Contract (GWAC) Delegation of Procurement Authority (DPA) training to 93 acquisition professionals at various military installations throughout the Honolulu area. The Forum presentation outlined GSA's mission and priorities and showed where the Center for GWAC Programs fits within the GSA organization. The key point of interest in the presentation addressed small business opportunities within both GSA's Center for GWAC Programs and Schedules Programs. Interest in the information presented were very high based on the volume of sign-ups for the associated matchmaking sessions following the presentation. The DPA training covered all current GSA GWACs including Alliant, Alliant Small Business, 8(a) STARS) II, and VETS.

Training was conducted at four separate military installations:

- (1) Hawaii Army National Guard
- (2) Army 413th Contracting BDE [Army Regional Contracting Office (RCO) Expeditionary Contracting Combat Command (ECC) - Schofield]
- (3) NAVSUP Fleet Logistics Center Pearl Harbor (FLCPH), and
- (4) Air Force 766SCON and Air Force Installation Contracting Agency (AFICA)/KH, Hickam Air Force Base.

One contracting officer that attended the training and subsequently received his DPA has already issued an order under Alliant (total estimated value of \$2.6M). The GSA GWAC Program gives a big Mahalo "thank you" to all the attendees who participated and for everyone who uses the GSA GWACs.

- Bob Sheehan

NCMA World Congress

Prices Paid and Effective Communication Prior to a Solicitation

The U.S. General Services Administration (GSA) GWAC Program Office was invited by The National Contract Management Association (NCMA) to speak at their annual World Congress Conference in July 2015. Omar Saeb, Senior Business Management Specialist was invited to speak specifically about the Prices Paid on the panel regarding ways to make better IT acquisition decisions.

Omar was also invited to lead a break-out session for effective communication pre-solicitation with an industry partner (Jeff Shen) from Red Team Consulting. The prices paid presentation focused on the value and use of the GWAC Prices Paid portal and how it benefits acquisition professionals across the Government. Value added discussion was provided via a question and answer session from the audience.

The break-out session regarding effective communication pre-solicitation was an informative presentation with great discussion among industry and government attendees. The GSA GWAC Program Office's involvement in the conference proved to be very advantageous and provided additional exposure to the value of the GWAC Program.

- Omar Saeb



Tech Talk

Vehicle-to-Vehicle and Vehicle-to-Infrastructure Communications May Make Our Driving Experience Safer

In-car technologies such as automated braking systems, blind spot detection, lane departure warnings and automated parking assist systems are becoming more common. These in-car systems use sensors to collect and analyze data to inform, assist and at times override the driver. The data collected by these in-car systems is not shared, however, that may soon change through Vehicle-to-Vehicle communications (V2V).

With V2V communications, vehicles may soon be sharing data with nearby vehicles through utilization of an ad hoc, meshed, short range network designed to make driving safer. Sensors in vehicles will share and receive data, inform each other when a nearby vehicle brakes suddenly, breaks down in traffic or veers out of lane without signaling. Vehicle-to-Infrastructure (V2I) communications similarly allows vehicles to communicate with and receive information from infrastructure such as stop signs, traffic signals and rail crossings. V2V and V2I systems may become mandatory for all new vehicles within the next decade and will help pave the way for driverless vehicles.

The National Highway Traffic Safety Administration (NHTSA) and United States Department of Transportation (USDOT), have been researching V2V and V2I communications. The largest pilot to date, New York City, will see 10,000 vehicles; including cars, buses, limousines and infrastructure, equipped with this technology. This follows a previous pilot in Ann Arbor, Michigan in 2012 conducted with the University of Michigan where 3,000 volunteers' cars were equipped with this technology.

Any driver who has ever been rear ended or slowed by a texting driver will understand the added safety V2V offers, in addition to the potential for improved traffic flow. A driver would like to know if it is safe to pass a slow 18 wheeler on a two lane road, knowing that no other car is oncoming. Traffic flow and infrastructure may also be improved by this meshed network based on real time local conditions.

The common concerns expressed about V2V and V2I are privacy and security. Many people have concerns if this data and network may be used to specifically monitor their driving and track them. Per the USDOT "By design, the V2V system will not collect, broadcast, or share personal information between vehicles, nor does it permit tracking of specific drivers or their vehicles..."

Concerns about the security of any V2V and V2I software are understandable as there has already been a vulnerability in one manufacturer's vehicles which can allow hackers to remotely control vehicles. This resulted in thousands of vehicles being recalled for a software update. V2V and V2I are being designed from the beginning with security in mind but the introduction of networked and connected information technology at any level of the Internet of Things comes with inherent risks. NHTSA and USDOT have gone to great lengths to bake security in, involve industry and inform the public.

V2V and V2I are transformative technologies which may soon affect the lives of almost every American, making America's roads safer for the approximately 256 million registered vehicles in the United States.

- Paul Bowen

Alliant STATs



Top Ten Agencies Using Alliant	Overall Estimated Value
Department of the Air Force	\$3.48 B
Department of Homeland Security	\$3.00 B
Department of the Army	\$2.67 B
Department of State	\$2.52 B
General Services Administration	\$1.40 B
Department of the Navy	\$1.33 B
Department of Justice	\$1.18 B
Department of Agriculture	\$708 M
Defense Manpower Data Center	\$663 M
Department of Human and Health Services	\$536 M

Metrics	FY14 Actual Results	FY15 Actual Results	Percentage Change
Total Alliant Estimated Dollars (Sales)	\$2,685,891,105	\$3,686,111,563	36%
Total Alliant Obligations (BV)	\$2,657,401,726	\$2,923,337,780	10%
Total Alliant Revenue (CAF)	\$9,193,470	\$11,707,712	27%
Total GWAC Obligations (BV)	\$5,259,393,312	\$5,472,587,881	4%
Total GWAC Revenue (CAF)	\$22,383,405	\$25,336,859	13%
New People Trained	1196	868	-27%
New DPAs Issued	202	248	23%
New SOWs Reviewed	85	96	13%
New Agencies with a DPA	8	7	-12%

The average number of offers received on Alliant Task Orders awarded where competition occurred remained healthy at 3.51 for contract year 6 of Alliant. In addition to that, the GSA GWAC program customer loyalty scores for FY15 were rated the third highest in the entire GSA organization.

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WEBSITES

- Alliant GWAC: gsa.gov/alliant
- Alliant 2 GWAC: gsa.gov/alliant2
- GWAC Dashboards: gsa.gov/gwacdashboards
- Alliant and Alliant Small Business Prices Paid Tool: StrategicSourcing.gov/prices-paid-tool